

Message Text

UNCLASSIFIED

PAGE 01 LUSAKA 00044 091420Z

41

ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 STR-04 CIAE-00 INR-07

NSAE-00 TRSE-00 L-03 XMB-04 /032 W

----- 033384

R 091002Z JAN 76

FM AMEMBASSY LUSAKA

TO SECSTATE WASHDC 2607

UNCLAS LUSAKA 0044

E.O. 11652: N/A

TAGS: BEXP

SUBJECT: PRODUCT OPPORTUNITY - MARKET FOR TRUCK TRAILERS

REF: STATE 000860

1. POTENTIAL FOR SALE OF TRUCK-TRAILERS LIMITED, AND ONLY IF TIED TO ATTRACTIVE FINANCING ARRANGEMENTS. PRIMARY CUSTOMER, NATIONAL TRANSPORT CORPORATION, IS IN FINAL STAGE OF NEGOTIATING PURCHASE OF 300 TANDEM AXLE PLATFORM-TRAILERS AND 120 SINGLE AXLE SEMI TRAILERS FROM FREUHAUF. IF PRESENT FINANCIAL DIFFICULTIES OVERCOME AND SALE COMPLETED, MARKET OVER NEXT FEW YEARS WOULD BE LIMITED TO PRIVATE TRANSPORT FIRMS WHICH ARE NOT IN BULLISH MOOD BECAUSE OF UNCERTAINTIES REGARDING PRIVATE SECTOR S ROLE IN TRANSPORT INDUSTRY AND TIGHT IMPORT LICENSING POLICY.

2. UNDERSTAND FREUHAUF HAS APPROACHED EXIM FOR FCIA COVERAGE. SUGGEST SIPS GROUP CONTACT EXIM FOR ADDITIONAL INFO. WILKOWSKI

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976LUSAKA00044
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760008-0617
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Handling Restrictions: n/a
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Reference: 76 STATE 860
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Review Comment: n/a
Review Content Flags:
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Margaret P. Grafeld
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Review Media Identifier:
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Review Release Date: n/a
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Review Transfer Date:
Review Withdrawn Fields: n/a
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Status: NATIVE
Subject: PRODUCT OPPORTUNITY - MARKET FOR TRUCK TRAILERS
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